

MANAGEMENT REPORT

Q1 2016



SOPHARMA AD

27 April 2016

General information about Sopharma AD

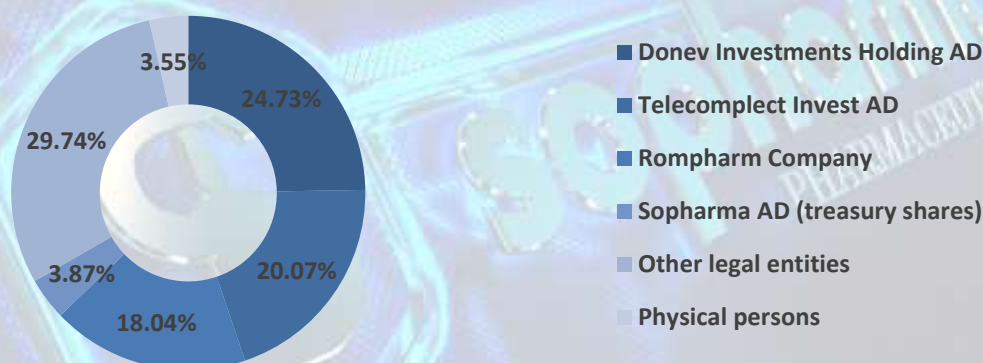
Sopharma AD is a company registered in Bulgaria under the Provisions of the Commercial Act, with its registered office in Sofia, 16Iliensko shose str.

Sopharma AD was established in 1933. The court registration of the Company is from 15.11.1991, decision №1 / 1991 of Sofia City Court. Sopharma AD is a public company under the Public Offering of Securities Act.

The Company conducts the production and marketing of medicinal substances and dosage forms; research, engineering and implementation activities in the field of phytochemistry, chemistry and pharmacy. Sopharma AD provides services related to production, as well as to ancillary and service activities.

The Company has marketing authorizations under the Law on Medicines and Pharmacies in Human Medicine for all products of its manufacturing nomenclature.

Shareholder structure as at 31 March 2015



Management Board

Sopharma AD has a one tier management system with a Board of Directors of five members as follows: Ognian Donev, PhD - Chairman and members Vessela Stoeva, Ognian Palaveev, Alexander Chaushev, Andrey Breshkov. The Company is represented and managed by the Executive Director Ognian Donev, PhD.

Industrial activity

Sopharma AD has ten manufacturing facilities, which are compliant with EU regulations and are located in Bulgaria. The Company is the largest Bulgarian producer of ampoules and suppositories.

The Company carries out and develops production in the following areas:

- ✚ Substances and preparations based on vegetable raw materials (phytochemical production);
- ✚ Finished dosage forms including
 - ✓ Solid tablets, coated tablets, coated tablets, capsules;
 - ✓ Galenical - suppositories, drops, syrups, unguents;
 - ✓ Parenteral - injectables, powders for injections lyophilic

The Company has more than 210 products in its portfolio: mainly generics and 15 original products, 12 products are phyto-based. The original products of the Company (and in particular Carsil and Tempalgin) are key contributors to its revenues from export markets, while for the domestic sales the most important products are generics, among which the leading medicine is Analgin.

The product portfolio of Sopharma AD is focused on the following therapeutic areas: cardiology, gastroenterology, pain management, cough and cold, immunology and dermatology, respiratory and asthma, neurology and psychiatry, urology and gynecology.

The most important pharmaceutical products in terms of their contribution to revenues are:

- ✚ Carsil - original product plant-based, used to treat gastroenterological disorders (liver disease);
- ✚ Tempalgin - original analgesic (painkiller);
- ✚ Tabex – original plant-based drug used for smoking secession
- ✚ Tribestan – original plant-based product, used for stimulation of the reproductive system
- ✚ Broncholytin - original plant-based product used to suppress cough;
- ✚ Analgin - generic analgesic (painkiller);
- ✚ Nivalin – original phyto-based product, used in the treatment of the peripheral nervous system;
- ✚ Methylprednisolone - generic drugs for cases of severe allergies and certain life-threatening conditions;

Intellectual property

Although oriented towards generic pharmaceuticals, Sopharma AD is known for many years with its traditional production of several unique products based on plant extracts obtained by in-house-developed extraction technologies. In addition to trademark these products are protected with patent or corporate know-how.

For the distinguishing of the manufactured generic products Sopharma AD relies on brand names, all of which are registered trademarks of the Company.

In all the years of its existence, Sopharma AD generates and protects its intellectual property. As a result, the Company owns a large number of intellectual property assets, the majority being registered rights (trademarks, patents, designs) and few of which are unregistered items - mainly technologies.

These assets are the result of the policy of the Company towards product and technological improvement, and innovation in particular.

Research and development

Sopharma AD focuses its R&D mainly on generics. The R&D projects are focused on finding and developing new formulas and compositions or physical properties (such as formulation or tablets) of the products in order to adapt them to current market needs. Strategic goal of Sopharma AD in the future is to achieve a stable result in developing eight to ten new products annually.

Sopharma AD

The Company mainly submits applications for marketing authorizations of new products, including new forms of products in Bulgaria and / or export markets and for existing products in new markets.

Employees

As at 31 March 2016 the average number of employees of Sopharma AD is 1 881 (2015: 1 889). The table below shows the detailed information on the staff of the Company.

	31.03.2016	share %
Number of employees 31.03.2016	1888	100%
Higher education	818	43%
Special education	44	2%
High school education	996	53%
Primary school education	30	2%
Up to 30 years of age	199	11%
Between 31 - 40 years of age	423	22%
Between 41 - 50 years of age	625	33%
Between 51 - 60 years of age	542	29%
Over 60 years of age	99	5%
Women	1175	62%
Men	713	38%

Training programs offered to employees of the Company, aim at increasing their competence levels. The training policy is specifically aimed at providing high professional knowledge and improving awareness related to health and safety issues.

Employees are entitled to higher remuneration, required by applicable law for overtime, night shifts and working weekends and during holidays. Employees who work in specific, harmful or dangerous conditions receive personal protective equipment and allowances.

Significant events in three months of 2016

At the start of the financial year Sopharma's Commercial Director has left the management of the Company. The Executive Director of the company will temporarily be responsible for the export markets.

On 15 January 2016 Sopharma AD made a tender offering to acquire all shares of the remaining shareholders in Medica AD until 12 February 2016. The period of the offering started on 18 January, after the offering was published in two daily newspapers. The Company currently owns 6 717 544 shares, representing 66.72% of the capital and voting rights in the General Meeting of Shareholders of Medica AD. Sopharma AD offers a price of 3.50 BGN per share to the shareholders of Medica AD, which is the highest price, paid by the offeror, their related parties or by parties under art. 149, par. 2 of POSA in the last six months. The investment firm that serves the tender offer is ELANA Trading. Shareholders of

Medica AD may submit a written statement of acceptance of the tender offer to any investment intermediary until 15 February. The offeror shall pay the price of the shares within 7 working days after the date of acceptance of the tender offer.

On 21 January 2016 Sopharma AD submitted to the Financial Supervision Commission an agreement for termination by mutual agreement of the contract for transformation through merger between Sopharma AD and Momina Krepost AD. The decision to end the procedure was taken in the interest of both companies in order to safeguard their good market positions.

On 19 February 2016, on the basis of art. 100t, par. 3 of POSA and in relation to the expiration of the deadline for acceptance of a tender offer, made by Sopharma AD to the shareholders of Medika AD, and on the basis of art. 157 of POSA in relation to art. 37, par. 1 of Ordinance 13, Sopharma AD announced the results of the conducted tender offer:

Company, subject to the offer: Medica AD, with management address in Sofia 1504, Oborishte district, 82 Knyaz Alexander Dondukov Blvd;

Tender offeror: Sopharma AD, with address: Sofia, Nadezhda district, 16 Iliensko shose Str..

Authorized investment intermediary: Elana Trading AD, with management address: Sofia, Sredetz district, 4 Kuzman Shapkarov Str. and FSC-issued licence for investment intermediary operation based on Decision № 171-IP/08.03.2006.

Offered price per share: 3.50 BGN (three leva and fifty stotinki). Number of shareholders, who accepted the tender offer: 68 shareholders with a total amount of shares: 3 099 701 representing 30.79% of the capital of Medika AD. As a result of the conducted tender offer and after completion of the transactions with the shareholders who have accepted it, Sopharma AD will hold directly 97.50% of the shares with voting rights of Medika AD. Sopharma AD has the right within three months from the closing date of the tender offer, after receiving an approval by the FSC to make an offer to buy the shares of the remaining shareholders of Medika AD on the basis of art. 157a of POSA. Furthermore, according to art 157b of POSA every shareholder has the right to make a request to Sopharma to sell their shares with voting rights until 16 May 2016. The request must be submitted in writing and must contain information about the shareholder and their shares. The request must be submitted to the authorized investment intermediary Elana Trading AD. The price for one share of Medika AD under the offer under art. 157a and upon executing of the rights of the shareholders under art. 157b in accordance with the regulations of art. 157a, par. 3 is equal to the share price of the conducted tender offer of 3.50 BGN per share. The results of the tender offer have been published by the tender offeror in the daily newspapers Capital Daily and Sega on 18 February 2016.

On 21 April 2016 the Board of Directors of Sopharma decided to convene a General Meeting of Shareholders to be held on 17 June 2016 at 11:00 AM in Sofia, 5 Lachezar Stanchev Str., Sopharma Business Towers, Tower B, floor 3.

New developments and products

✚ New products with marketing authorizations in the period January – March 2015:

The Company received authorizations for use in 6 destinations for the new product Desloratidin film tablets and implemented Videral drops.

✚ Expected in 2016

Three to five new products are expected to be introduced by the end of 2016.

✚ Developments

Around 10 production processes and technologies are in the process of transfer, validation and optimization. Pharmaceutical development is carried out of over 20 new products for the Company.

Key financial indicators

Indicators	1-3/2016	1-3/2015	change
	BGN '000	BGN '000	%
Sales revenues	41 497	40 498	2,5%
EBITDA	16 498	11 739	40,5%
Operating profit	12 985	7 952	63,3%
Net profit	11 711	7 216	62,3%
CAPEX	2 517	1 607	56,6%
	31.03.2016	31.12.2015	
	BGN '000	BGN '000	
Non-current assets	400 274	398 781	0,4%
Current assets	176 436	171 828	2,7%
Owners' equity	443 362	431 626	2,7%
Non-current liabilities	42 576	44 316	-3,9%
Current liabilities	90 772	94 667	-4,1%
	1-3/2016	1-3/2015	
Ratios			
EBITDA / Sales revenues	39,8%	29,0%	
Operating profit/ Sales revenues	31,3%	19,6%	
Net profit/ Sales revenues	28,2%	17,8%	
Borrowed capital/Owners' equity	0,30	0,39	
Net debt/ EBITDA	2,2x	3,6x	

Review of risk factors

Risks relating to the Company's business and the industry the Company operates in

- ✚ The Company faces significant competition.
- ✚ Reputation of the Company may be adversely affected by untrue or misleading information available on websites containing the name "Sopharma", including www.sopharma.com, which have not been authorized by the Company.

- ✦ The Company is dependent on regulatory approvals.
- ✦ Government regulations affecting the Company's business may change, thus possibly increasing compliance costs or otherwise affecting its operations.
- ✦ Part of the Company's revenues, in particular in Bulgaria, depend on the inclusion of the Company's medicines on reimbursement lists.
- ✦ The Company's production facilities and processes are subject to strict requirements and regulatory approvals that may delay or disrupt the Company's operations.
- ✦ The Company's ability to pay dividends depends on a number of factors and there can be no assurance that the Company will be able to pay dividends in accordance with its dividend policy or at all in any given year.
- ✦ The Company is subject to operational risk which is inherent to its business activities.
- ✦ The Company is subject to numerous environmental and health and safety laws and regulations and is exposed to potential environmental liabilities.
- ✦ Litigation or other out-of-court proceedings or actions may adversely affect the Company's business, financial condition and results of operations.

Risks relating to Bulgaria and other markets in which the Group operates

- ✦ The macroeconomic environment, particularly in Bulgaria, Russia and Ukraine, has a significant effect on the Group's operations and position.
- ✦ The political environment in Bulgaria has a significant effect on the Group's operations and financial condition.
- ✦ The political environment in the Group's export markets, especially in Russia and Ukraine, has a significant effect on the Group's operations and financial condition.
- ✦ Risks related to the Bulgarian legal system.
- ✦ Developing legal frameworks in some countries in which the Group sells its products, in particular Russia and Ukraine, may negatively impact the Group's operations in such countries.
- ✦ Risks relating to exchange rates and the Bulgarian Currency Board.
- ✦ Interpretations of tax regulations may be unclear and tax laws and regulations applicable to the Group may change.

Currency risk

The Company performs its activities with an active exchange with foreign suppliers and clients. Therefore, it is exposed to currency risk mainly in respect of USD. The Company supplies part of its raw and other materials in USD. The currency risk is related with the adverse floating of the exchange rate of USD against BGN in future business transactions as to the recognized assets and liabilities denominated in foreign currency and as to the net investments in foreign companies. The remaining part of Company operations are usually denominated in BGN and/or EUR. The Company sells some of its finished products in Russia in euro and thus eliminates the currency risk associated with the depreciation of the Russian ruble in the recent months. The accounts with subsidiaries in Ukraine are also denominated in euro. However, in connection with the instability in the country and the continued depreciation of the Ukrainian hryvnia, in order to minimize currency risk, the company conducts through its subsidiaries a currency policy, which includes the implementation of advance payments and shortening of the periods of delayed payments and immediate exchange of revenues in local currency in euros, as well as raising of the price mark-ups on products in order to compensate for possible future devaluation of the hryvnia. To control foreign currency risk, the Company has introduced a system for planning import supplies, sales in foreign currency as well as

procedures for daily monitoring of US dollar exchange rate movements and control on pending payments.

Credit risk

Credit risk is the risk that any of the Company's clients will fail to discharge in full and within the normally envisaged terms the amounts due under commercial receivables. The latter are presented in the statement of financial position at net value after deducting the impairment related to doubtful and bad debts. Such impairment is made where and when events have existed identifying loss due to uncollectability as per previous experience.

In the years of its trade experience, the Company has implemented different schemes of distribution to reach its efficient approach of today, in conformity with the market conditions, using various ways of payment as well as relevant trade discounts. The Company works on its main markets with counterparts with history of their relations on main markets, which include over 70 licensed Bulgarian and foreign traders of pharmaceuticals.

The cooperation with the National Health Insurance Fund and the state hospitals also require the implementation of deferred payments policy. In this sense, regardless of credit risk concentration, it is controlled through the choice of trade counterparts, current monitoring of their liquidity and financial stability as well as direct communication with them and search of prompt measures on first indications for existing problems.

Liquidity risk

Liquidity risk is the adverse situation when the Company encounters difficulty in meeting unconditionally its obligations within their maturity.

The Company generates and maintains a sufficient volume of liquid funds. An internal source of liquid funds for the Company is its main economic activity generating sufficient operational flows. Banks and other permanent counterparts represent external sources of funding. To isolate any possible liquidity risk, the Company implements a system of alternative mechanisms of acts and prognoses, the final aim being to maintain good liquidity and, respectively, ability to finance its economic activities. This is complemented by the monitoring of due dates and maturity of assets and liabilities as well as control of cash outflows.

Risk of interest-bearing cash flows

Interest-bearing assets are presented in the structure of Company's assets by cash and loans granted, which are with fixed interest rate. On the other hand, Company's borrowings in the form of long-term and short-term loans are usually with a floating interest rate. This circumstance makes the cash flows of the Company partially dependent on interest risk. This risk is covered in two ways:

- a) optimization of the sources of credit resources for achieving relatively lower price of attracted funds;
- b) the combined structure of interest rates on loans, which consists of two components – a permanent one and a variable one, the correlation between them, as well as their absolute value, can be achieved and maintained in a proportion favorable for the Company. The permanent component has a relatively low absolute value and sufficiently high relative share in the total interest rate. This circumstance eliminates the probability of a significant change in interest rate levels in case of variable component updating. Thus the probability for an unfavorable change of cash flows is reduced to a minimum.

The Company's management currently monitors and analyses its exposure to changes in interest rates. Various scenarios are simulated taking into consideration refinancing, renewal of existing positions, and alternative financing. Based on these scenarios, the impact of a defined interest rate shift, expressed in points or percentage, on the financial result and equity is calculated. For each simulation, the same assumption for interest rate shift is used for all major currencies. The calculations are made for major interest-bearing positions.

Information about the main characteristics of the internal control system applied by the Company in the process of financial statements preparation

According to the Bulgarian legislation, the management is required to prepare a report on the activities as well as financial statements for each financial year, which should give a true and fair view of the Company's financial position and performance as at end of the period, and for the cash flows in accordance with the applicable accounting framework. The responsibility of the Management also includes the application of internal control system for preventing, revealing and elimination of errors and misstatement resultant from the operation of the accounting system. In this respect, the Management observes the following main principles in its activities:

- + adherence to a specific management and accounting policy disclosed in the financial statements;
- + execution of all operations in accordance with the legal and regulatory provisions;
- + reflection of all events and operations in a timely manner, at their accurate amount in the appropriate accounts and for the corresponding reporting period so as to allow the preparation of financial statements in line with the relevant accounting framework;
- + adherence to the principle of prudence in the valuation of assets, liabilities, income and expenses;
- + identification and elimination of fraud and errors;
- + completeness and accuracy of accounting information;
- + preparation of reliable financial information; compliance with international financial reporting standards and adherence to the going concern principle.

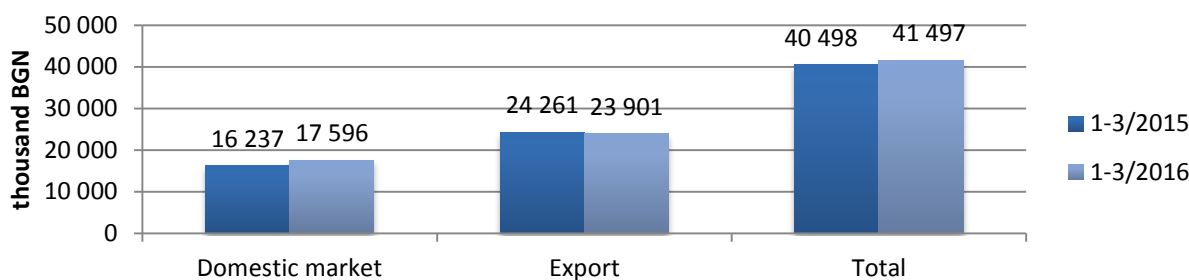
No changes occurred in the main principles of governance of Sopharma AD and its economic group during the reporting period.

Operating results in the first quarter of 2016

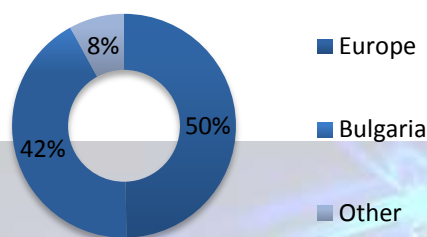
Sales revenues

Sales revenues of production in the first quarter of 2016 increase by BGN 1 million or 2%, reaching BGN 41,5 million compared to BGN 40,5 million in the first quarter of 2015.

Sales revenues



Revenues by market	1-3/2016 BGN '000	1-3/2015 BGN '000	change %
Europe	20 591	20 329	1%
Bulgaria	17 596	16 237	8%
Other	3 310	3 932	-16%
Total	41 497	40 498	2%



Europe

Revenues from sales to European countries increased by 1% compared to the same period of 2015 mainly due to the increase of sales in Ukraine as a result of the relative stabilization of the political and economic situation. There is an increase in sales in Belarus, Lithuania, Croatia and Bosnia and Herzegovina.

Bulgaria

The sales of Sopharma AD on the domestic market increased by BGN 1,4 million, or 8% and reached BGN 17,6 million in the first quarter of 2016 compared to BGN 16,2 million in the first quarter of 2015. The products with largest share of sales in the country are Analgin, Methylprednisolone, Vicetin, Vitamin C, and Carsil. Sopharma AD has a 4% share of the total Bulgarian pharmaceutical market in value and 13% of sales in volume. The positions of the main competitors of the Company in the country are as follows: Novartis – 7% (4% in units), Roche – 6% (0,3% in units), Actavis – 4,8% (10% in units), GlaxoSmithKline – 4,5% (3% in units), Sanofi-Aventis – 3,7% (3% in units), Astra Zeneca – 3,2% (0,8% in units), Bayer – 3% (1,9% in units).

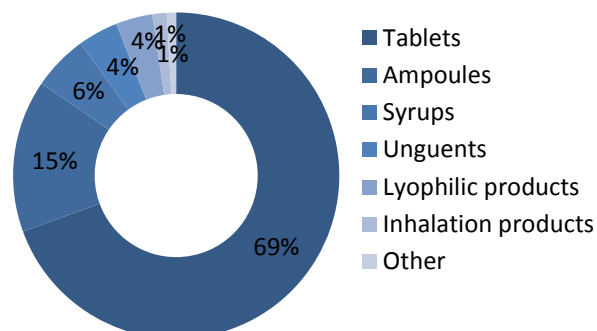
Other markets

Revenues from other markets decreased by BGN 0,6 million compared to the first quarter of 2015. These mainly include revenues from sales in the Caucasus and Central Asia. Sales revenue in Azerbaijan, Georgia, Tunis, USA.

Sales by type of formulation

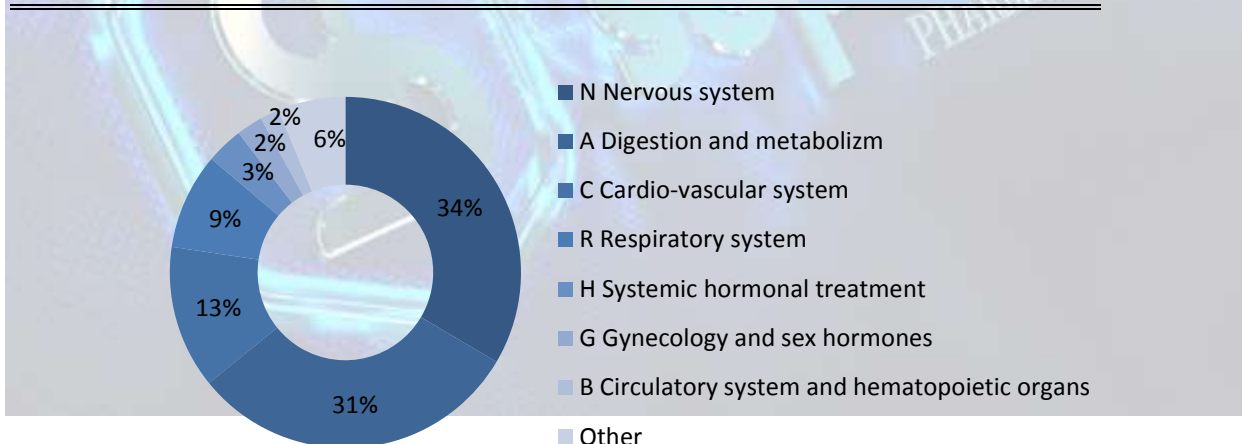
The highest share in the volume of sales are tablet forms, followed by ampoules, syrups, unguents, lyophilic products, and others.

Revenues by type of formulation	1-3/2016 BGN '000	1-3/2015 BGN '000	change %
Tablets	28 805	25 489	13%
Ampoules	6 278	8 308	-24%
Syrups	2 278	1 574	45%
Unguents	1 652	1 648	0%
Lyophilic products	1 509	1 848	-18%
Inhalation products	588	1 118	-47%
Other	387	513	-25%
Total	41 497	40 498	2%



Sales by therapeutic group

Revenues by therapeutic group	1-3/2016 BGN '000	1-3/2015 BGN '000	change %
N Nervous system	13 899	12 218	14%
A Digestion and metabolism	12 724	12 202	4%
C Cardio-vascular system	5 467	5 865	-7%
R Respiratory system	3 675	3 609	2%
H Systemic hormonal treatment	1 415	1 803	-22%
G Gynecology and sex hormones	1 000	1 063	-6%
B Circulatory system and hematopoietic organs	732	619	18%
Other	2 585	3 119	-17%
Total	41 497	40 498	2%



Other operating revenues

Other operating revenues	1-3/2016 BGN '000	1-3/2015 BGN '000	change %	Share 2016 %
Income from services rendered	736	774	-5%	80%
Income from sale of products	77	97	-21%	8%
Income from financing under European programs	124	85	46%	13%
Gain from sale of long-term assets	30	22	36%	3%
Income from sale of materials	13	20	-35%	1%
Net loss from exchange rate differences	(100)	(794)	-87%	-11%
Other	43	221	-81%	5%
Total	923	425	117%	100%

Other operating income increased by BGN 0,5 million or 117% from BGN 0,4 million in the first quarter of 2015 to BGN 0,9 million in the first quarter of 2016. The main contributors are the decrease in the net loss from exchange rate differences on commercial receivables, commercial liabilities, and current accounts, which increased by BGN 0,7 million.

Operating expenses

Operating expenses	1-3/2016 BGN '000	1-3/2015 BGN '000	change %	share 2016 %
Changes in the finished goods and work-in-progress inventory	(7 029)	(5 672)	-24%	-24%
Materials	16 452	15 478	6%	56%
External services	7 036	11 116	-37%	24%
Personnel	8 820	9 539	-8%	30%
Amortization	3 513	3 787	-7%	12%
Other operating expenses	643	(1 277)	150%	2%
Total	29 435	32 971	-11%	100%

The operating expenses decreased by BGN 3,6 million or 11% from BGN 33 million in the first quarter of 2015 to BGN 29,4 million in the first quarter of 2016, which is due to a decrease in hired services expenses, amortization, personnel.

Materials expenses	1-3/2016 BGN '000	1-3/2015 BGN '000	change %	share 2016 %
Main materials	12 775	11 189	14%	78%
Electricity	1 072	950	13%	7%
Heat	1 009	1 163	-13%	6%
Laboratory items	554	453	22%	3%
Auxiliary items	335	466	-28%	2%
Spare parts	181	283	-36%	1%
Water	153	129	19%	1%
Fuels and lubricants	148	463	-68%	1%
Technical materials	140	265	-47%	1%
Work cloths and personal safety equipment	85	117	-27%	1%
Total	16 452	15 478	6%	100%

Cost of materials (56% share) decreased by BGN 1 million or 6% from BGN 15,5 million in the first quarter of 2015 to BGN 16,5 million in the first quarter of 2016. The largest effect has the increase of cost of basic materials by BGN 1,6 million, in the segments of substances, herbs and tubes.

	1-3/2016	1-3/2015	change	share 2016
	BGN '000	BGN '000	%	%
Hired services expenses				
Manufacturing of medicines	1 625	2 659	-39%	23%
Logistics services on export and domestic market	957	733	31%	14%
Transportation	608	553	10%	9%
Rents	494	632	-22%	7%
Registration services and clinical trials	401	635	-37%	6%
Maintenance of buildings and equipment	357	352	1%	5%
Consulting services	341	1 086	-69%	5%
Local taxes and fees	304	315	-3%	4%
Security	261	235	11%	4%
State and regulatory taxes and local taxes	195	186	5%	3%
Medical services	187	184	2%	3%
Subscription fees	180	173	4%	3%
Civil contracts	154	168	-8%	2%
Insurance	149	164	-9%	2%
Advertising	128	2 237	-94%	2%
Communication	101	96	5%	1%
Other	594	708	-16%	8%
Other	7 036	11 116	-37%	90%

Hired services have a 24% share of operating expenses and decreased by BGN 4 million or 37%, to BGN 7,1 million in the first quarter of 2016 compared to BGN 11,1 million in the first quarter of 2015. The most significant impact have the decrease in costs for advertising by BGN 2,1 million, as well as manufacturing of medicines by BGN 1 million and consulting services by BGN 0,7 million.

	1-3/2016	1-3/2015	change	share 2016
	BGN '000	BGN '000	%	%
Personnel expenses				
Salaries	6 533	6 992	-7%	74%
Social insurance	1 174	1 296	-9%	13%
Social benefits and payments	417	499	-16%	5%
Other	696	752	-7%	8%
Total	8 820	9 539	-8%	100%

Personnel costs (with a share of 30% of operating expenses) decreased by BGN 0,7 million, or 8% from BGN 9,5 million in the first quarter of 2015 to BGN 8,8 million in the first quarter of 2016. Current salaries decreased by BGN 0,5 million and social insurance payments – by BGN 0,1 million.

Other expenses	1-3/2016	1-3/2015	change	share 2016
	BGN '000	BGN '000	%	%
Entertainment expenses	239	352	-32%	37%
Donations	109	117	-7%	17%
Scrapping of finished and unfinished products	108	101	7%	17%
Business trips	94	120	-22%	15%
Training	60	89	-33%	9%
Accrued (recovered) impairment of receivables, net	0	(2 139)	100%	0%
Other (see FS notes)	33	83	-60%	5%
Total	643	(1 277)	150%	100%

Other operating expenses (with a relative share of 2% of operating expenses) increased by 1,9 million from BGN (1,3) million in the first quarter of 2015 to BGN 0,6 million in the first quarter of 2016, which is mostly due to the lack of recovered impairment of receivables, net.

Costs of amortization (with a relative share of 12% of operating expenses) decreased by BGN 0,3 million of 7% from BGN 3,8 million in the first quarter of 2015 to BGN 3,5 million in the first quarter of 2016.

Operating expenses are decreased by BGN 1,3 million due to changes in finished and unfinished product inventories.

Financial income and expenses

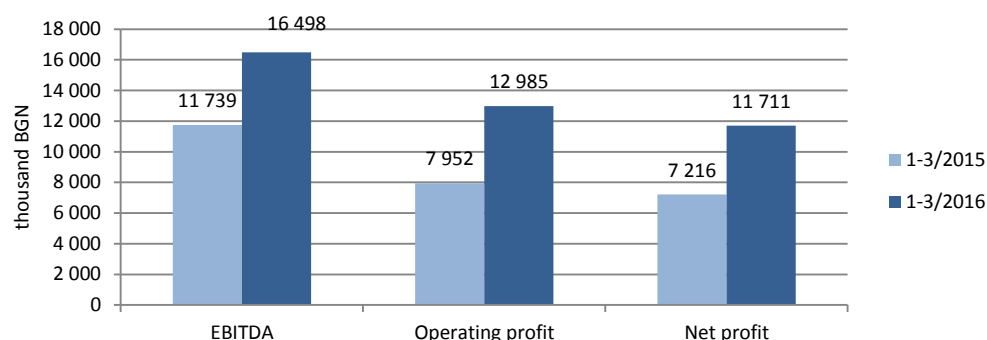
Financial income	1-3/2016	1-3/2015	change	share 2016
	BGN '000	BGN '000	%	%
Income from interest on loans granted	586	793	-26%	99%
Net gain from operations with securities	5	68	-93%	1%
Total	591	861	-31%	99%
Financial expenses			change	share 2016
			%	%
Expenses for interest on loans received	513	765	-33%	73%
Net loss from exchange rate differences in financial operations	144	0	-	21%
Bank fees for loans and guarantees	44	59	-25%	6%
Financial leasing expenses	1	4	-75%	0%
Impairment of receivables from granted commercial loans	0	1	-100%	0%
Total	702	829	-15%	100%

Financial income decreased by BGN 0,3 million, or 31%, to BGN 0,6 million in the first quarter of 2016 compared to BGN 0,9 million in the first quarter of 2015. This is a result of a decrease in income from interest on granted loans by BGN 0,2 million.

Financial expenses decreased by BGN 0,1 million or 15% to BGN 0,7 million in the first quarter of 2016 compared to BGN 0,8 million in the first quarter of 2015. This decrease is mainly due to the decrease in expenses for interest on loans received by BGN 0,3 million.

Net financial income (expense) decreased by BGN 0,1 million reaching BGN (0,1) million in the first quarter of 2016, compared to BGN 0,03 million in the first quarter of 2015.

Financial result



Profit before interest, taxes, depreciation and amortization (EBITDA) increased by BGN 4,8 million or 14%, amounting to BGN 16,5 million as at 31 March 2016, compared to BGN 11,7 million as at 31 March 2015.

The operating profit increased by BGN 5 million or 63%, reaching BGN 13 million as at 31 March 2016, compared to BGN 8 million as at 31 March 2015.

Net profit increased by BGN 4,5 million or 62% to BGN 11,7 million as at 31 March 2016 compared to BGN 7,2 million as at 31 March 2015.

Assets

	31.03.2016	31.12.2015	change	share 2016
	BGN '000	BGN '000	%	%
Non-current assets				
Property, plant and equipment	210 969	211 943	0%	53%
Intangible assets	2 420	2 507	-3%	1%
Investment property	22 160	22 160	0%	6%
Investments in subsidiaries	144 001	132 899	8%	36%
Available-for-sale investments	5 609	5 510	2%	1%
Long-term receivables from related parties	12 001	20 505	-41%	3%
Other long-term receivables	3 114	3 257	-4%	1%
	400 274	398 781	0.4%	69%
Current assets				
Inventories	66 894	61 701	8%	38%
Receivables from related parties	76 041	78 035	-3%	43%
Commercial receivables	16 058	21 466	-25%	9%
Other receivables and prepaid expenses	7 489	6 881	9%	4%
Cash and cash equivalents	9 954	3 745	166%	6%
	176 436	171 828	3%	31%
TOTAL ASSETS	576 710	570 609	1%	100%

Total assets increased by BGN 6,1 million or 1% to BGN 576,7 million compared to BGN 570,6 million as at 31 December 2015.

Non-current assets increased by BGN 1,5 million, or 0,4%, mainly due to an increase in investments in subsidiaries by BGN 11,1 million. There is a decrease in intangible assets, available-for-sale investments, and long-term receivables from related parties.

Property, plant and equipment	31.03.2016	31.12.2015	change	share 2016
	BGN '000	BGN '000	%	%
Land and buildings	113 193	113 865	-1%	54%
Machines and equipment	80 359	78 808	2%	38%
Other	5 498	5 868	-6%	3%
In process of acquisition	11 919	13 402	-11%	6%
Total	210 969	211 943	-0.5%	100%

Property, plant and equipment decreased by BGN 1 million mainly in the portion of in the process of acquisition by BGN 1,5 million and increased in the portion of machines and equipment by BGN 1,6 million.

Intangible assets decreased by BGN 0,09 million mainly in the part of intellectual property rights by BGN 0,03 million and software products by BGN 0,06 million.

Investments in subsidiaries increased by BGN 11,1 million mainly due to an increase in the share of the capital of Medika AD. The available-for-sale investments increased by BGN 0,1 million reaching BGN 5,6 million. Long-term loans to related parties decreases by BGN 8,5 million.

Receivables from transactions with securities amount to BGN 3,1 million.

Current assets increased by BGN 6,1 million or 3% to BGN 176,4 million as at 31 March 2016 compared to BGN 171,8 million as at 31 December 2015.

Inventories	31.03.2016	31.12.2015	change	share 2016
	BGN '000	BGN '000	%	%
Finished products	28 014	22 841	23%	42%
Materials	25 785	27 868	-7%	39%
Semi-finished products	9 031	5 262	72%	14%
Work in progress	3 693	5 255	-30%	6%
Goods	371	475	-22%	1%
Total	66 894	61 701	8%	100%

Material inventories increased by BGN 5,2 million or 8% compared to 31 December 2015. There is an increase in finished products by BGN 2,1 million and semi-finished products by BGN 3,8 million. Work in progress decreased by BGN 1,6 million and materials – by BGN 2,1 million.

Receivables from related parties decreased by BGN 2 million as a result of a decrease in receivables from sales of finished products and materials by BGN 1,8 million and a decrease in provided commercial loans by BGN 0,2 million.

Commercial receivables decreased by BGN 5,4 million, in the portion of receivables from customers by BGN 5,4 million.

Other receivables and advance payments increased by BGN 0,6 million mainly in the portion of refundable taxes.

Cash and cash equivalents increased by BGN 6,3 million and as at 31 March 2016 amount to BGN 10 million, compared to BGN 3,7 million as at 31 December 2015.

Liabilities and owners' equity

	31.03.2016	31.12.2015	change	share 2016
	BGN '000	BGN '000	%	%
OWNERS' EQUITY				
Share capital	134 798	134 798	0%	30%
Treasury stock	(17 603)	(17 597)	0%	-4%
Reserves	284 042	284 227	0%	64%
Retained earnings	42 125	30 198	39%	10%
TOTAL OWNERS' EQUITY	443 362	431 626	3%	100%
	31.03.2016	31.12.2015	change	share 2016
	BGN '000	BGN '000	%	%
LIABILITIES				
Non-current liabilities				
Long-term bank loans	29 200	30 819	-5%	22%
Liabilities on deferred taxes	4 639	4 697	-1%	3%
Government financing	6 246	6 371	-2%	5%
Long-term liabilities to the personnel	2 491	2 426	3%	2%
Financial leasing liabilities	0	3	-100%	0%
	42 576	44 316	-4%	32%
Current liabilities				
Short-term bank loans	69 047	68 961	0%	52%
Short-term part of long-term bank loans	7 153	7 380	-3%	5%
Commercial liabilities	5 584	8 014	-30%	4%
Liabilities to related parties	1 834	3 070	-40%	1%
Liabilities for taxes	355	965	-63%	0%
Liabilities to the personnel and for social insurance	5 310	4 769	11%	4%
Other current liabilities	1 489	1 508	-1%	1%
	90 772	94 667	-4%	68%
TOTAL LIABILITIES	133 348	138 983	-4%	100%
TOTAL OWNERS' EQUITY AND LIABILITIES	576 710	570 609	1%	

Equity increased by BGN 11,7 million 3%, reaching BGN 443,3 million as at 31 March 2016 compared to BGN 431,6 million as at 31 December 2015 mainly as a result of an increase of the undistributed profit by BGN 12 million.

Sopharma AD

Non-current liabilities decreased by BGN 1,7 million or 4% to BGN 42,6 million at the end of the first quarter of 2016 compared to BGN 44,3 million as at the end of 2015 mainly due to a decrease of long-term bank loans by BGN 1,6 million.

Current liabilities decreased by BGN 3,9 million or 4% to BGN 90,8 million at the end of the first quarter of 2016 compared to BGN 94,7 million as at the end of 2015. This is mainly due to a decrease in commercial liabilities by BGN 2,4 million and liabilities to related parties by BGN 1,2 million. The total exposition to bank loans of the Company as at 31 March 2016 decreased by around BGN 1,8 million compared to 31 December 2015.

Liabilities to personnel and for social securities increased by BGN 0,5 million. Other current liabilities decrease insignificantly.

Cash flow

	31.03.2016 BGN '000	31.03.2015 BGN '000
Net cash flow from/(used in) operations	11 040	6 052
Net cash flow used in investment activities	(2 973)	(5 836)
Net cash flow (used in)/from financial operations	(1 858)	(672)
Net increase/(decrease) of cash and cash equivalents	6 209	(456)
Cash and cash equivalents on 1 January	3 745	3 478
Cash and cash equivalents on 31 March	9 954	3 022

Net cash flows as at 31 March 2016 generated from operating activities amounted to BGN 11 million, net cash from investing activities BGN (3) million and financing activities BGN (1,9) million. As a result of these activities cash and cash equivalents mark a net increase of BGN 6,2 million and as at 31 March 2016 amount to BGN 10 million compared to 3,7 million as at 1 January 2016.

Ratios

	31.03.2016	31.03.2015	change
ROE	6,9%	5,8%	1,1%
ROA	5,1%	4,0%	1,1%
Asset turnover	0,30	0,33	-0,3
Current liquidity	1,94	1,50	0,44
Quick ratio	1,21	0,95	0,26
Cash/current liabilities	0,11	0,03	0,08
Owners' equity/liabilities	3,32	2,55	0,77

Information about the shares of Sopharma AD

The total number of issued shares at 31 March 2016 of Sopharma AD is 134 797 899 with a nominal value of 1 BGN per share. All issued shares are registered, dematerialized, registered and indivisible. All issued shares are of one class. Each share gives equal rights to its owner, proportionate to the nominal share value. Shares of Sopharma AD are listed on the official market of the Bulgarian Stock Exchange - Sofia and the official market of the Warsaw Stock Exchange. Shares participate in the formation of the indices SOFIX, BGBX40 and BGTR30 of the Bulgarian Stock Exchange - Sofia.

Sopharma AD

The Company's shares are included in the indices Dow Jones STOXX EU Enlarged, Total Market Index 0.11% weight, with a weight of 5% in the Erste Bank Bulgaria Basket, the certificate of Raiffeisenbank - Raiffeisen Osteuropa Fonds and the certificate ABN AMRO SOFIX - Open-end-certificate and the new blue-chip index Dow Jones STOXX Balkan 50 Equal Weighted Index.

Sopharma AD is one of the three Bulgarian companies included in an index for Central and Eastern Europe (CEE), which the Warsaw Stock Exchange started to calculate on 30 May 2012. The name of the index is WIG-CEE and it is the third one after WIG-Poland and WIG-Ukraine, which is based on the origin of companies by country. WIG-CEE is calculated based on total return and includes income from dividends and subscription rights.

Key indicators of the shares of Sopharma AD

	31.03.2016	31.03.2015
Total number of issued shares	134 797 899	134 797 899
Average-weighted number of outstanding shares for the last four quarters	129 598 457	129 724 984
Number of shares outstanding at the end of the period	129 576 603	129 634 743
Earnings per share in BGN	0,230	0,177
Price per share at the end of the period in BGN	2,687	3,409
Price/Earnings ratio (P/E)	11,68	19,26
Book value per share in BGN	3,422	3,190
Price/Book value ratio (P/B)	0,79	1,07
Sales per share in BGN	1,349	1,472
Price per share / Sales per share(P/S)	1,99	2,316
Market capitalization in BGN	362 201 955	459 526 038

Trade with shares of Sopharma AD on Bulgarian Stock Exchange – Sofia AD for the period 01 January 2016 – 31 March 2016

